

PRIYANSHU VERMA

Address: 1B-08 , Old Godripara , Chirimiri , koriya[CG]

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DOB: 19 NOVEMBER 1996

Career Objective:

- To work for a progressive organization in a highly motivating and challenging environment that provides the best growth opportunities and utilize my potential to the fullest to achieve the organization's goal along with achieving my personal goals.

Educational Qualifications:

	School/College	Board/University	Year	Marks (CGPA)
H.S.C	D.A.V Public School, Chirimiri	C.B.S.E	2012	8.0
S.S.C	Garima Vidya Vihar, Indore	C.B.S.E	2014	56.6%
B.Tech (Mechanical Engineering)	Lovely Professional University	LPU	2018	6.52

Work Experience:

1. Business Development Manager in MicroPedia Global Services

[NOVEMBER 2020 –PRESENT]

- Initiating communication with the prospective leads received through CRM interested in Website Development, Digital marketing and Automation related services.
- Providing information and linkages related to various services of the company.
- Cracking deals at the most acceptable terms both to the customer and the company.

2. Business Development Executive in Vedantu Innovation Pvt.Ltd

[MAY 2019 – AUGUST 2020]

- Initiating communication with the prospective leads received through CRM.
- Counsel the lead regarding their various career related doubts they wish to pursue.
- Analyzing their specific requirements and aligning them with our courses.
- Enrolling the students in the respective courses and ensuring availability of grievance redressal mechanism to address any of their grievances with the chosen course.
- Also generating a reference system to evaluate my revenue slots.

Projects:

Automatic Headlight Switching Mechanism:

- Automatic Headlight Switching Mechanism dimming down the bright headlight of our vehicle to low beam automatically when it senses a vehicle at close proximity approaching from other direction .Automatic Headlight Controller has been designed using LDR sensing technique .Thus the system device automatically switches the headlight to low beam.

Strengths:

- Goal Oriented.
- Responsible.
- Team Work.

Key Skills:

- Good knowledge of Sales and Operations.
- Knowledge of marketing.
- Ability to work with a team.
- Good understanding of automobile engineering.

Technical Skills:

- Computer Programs: AutoCAD, MS Office, MS Excel, CAD/CAM.
- Tools & Machining: Mills, Lathes, Angle Grinders, Arc welders, Drill presses, Grinders etc.

Achievements:

- Awarded 1st Prize in Skit Competition in the Youth Vibe Fest of Lovely Professional University.
- Awarded 2nd Prize in Design for Speed Competition organized by Lovely Professional University.

Interests and hobbies:

- Singing. Travelling Cooking

Declaration:

I do hereby declare that the above statement given by me is true to the best of my knowledge and belief and I look for a chance to prove my competency.

PRIYANSHU VERMA